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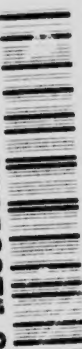
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**Canadian
and
German
Trade**

Pamph. Muller, G.A. 4
Euron
Trade
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G. A. H. MULLER

Late of The Fourth V. Bn. Royal West Surrey Regt.

The Queen's Own.

London. England.

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THE
TRADE QUESTION

BETWEEN

Canada and Germany

SHOWN IN FACTS AND FIGURES

COMPILED

BY

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G. A. H. MULLER

MONTREAL

[1909?]]

The action of the Hon. W. S. Fielding, Minister of Finance, in abrogating the German Surtax, has been generally approved throughout both Canada and Germany. The two countries in trade should be complementary one to the other, and this has only been prevented by extreme artificial barriers, the most formidable of which have now been removed by the disappearance of the Canadian Surtax against Germany, and the considerable reduction in many particulars of the maximum German tariff duties against Canadian products.

Into the particulars of the unfortunate trade dispute between the two countries it is not now necessary to enter. Happily, there is every reason to conclude that the attitude of both countries now will be to discover means to increase trade to mutual advantage. Both countries have suffered in many ways from the restrictions of the past seven years, and both may look forward to profit in ample measure by the trade amenities now happily arranged.

Many have little conception of the remarkable expansion of Germany in recent years. The population is increasing at the rate of a million a year. Since 1896, when the Laurier Government was returned to power, the population has advanced from 52,753,000 to 63,017,000 in 1908, an increase of 20 per cent. The details of this striking and continuous increase of population cannot fail to be interesting and impressive :

Years	1896	1897	1898	1899
Pop.	52,753,000	53,569,000	54,406,000	55,248,000
Years	1900	1901	1902	1903
Pop.	56,046,000	56,874,000	57,767,000	58,629,000
Years	1904	1905	1906	1907
Pop.	59,475,000	60,314,000	61,177,000	62,097,000
Years	1908			
Pop.	63,017,000			

The agricultural products of Germany are limited and every year she finds it necessary to import more and more from abroad wherewith to support her teeming industrial population. Such a situation cannot fail to appeal to us in Canada, especially to our great and growing agricultural population, and our large fishing and other interests. With the increase in population Germany's imports are increasing enormously. The following figures are convincing :—

For.....	1901	1902
The amount was....	\$1,430,000,000	\$1,450,000,000
For.....	1903	1904
The amount was....	\$1,580,000,000	\$1,713,000,000
For.....	1905	1906
The amount was....	\$1,860,000,000	\$2,005,000,000
For.....	1907	1908
The amount was....	\$2,186,000,000	\$1,916,000,000

and they continue to expand. This means an increase of more than 50 percent in 8 years.

A glance at the following list will give the reader an idea of the enormous imports into Germany of products in which we are most interested.

IMPORTS INTO GERMANY, OF INTEREST TO CANADA.

	1901	1902	1903	1904	1905	1906	1907	1908
Horses	19,600,000	23,000,000	23,000,000	22,700,000	26,000,000	27,500,000	23,000,000	21,000,000
Cattle	16,000,000	23,000,000	28,000,000	28,000,000	30,000,000	26,000,000	19,000,000	19,000,000
Pigs .....	.....	.....	.....	1,800,000	2,100,000	4,400,000	3,100,000	4,000,000
Fowl, Alive	5,000,000	9,500,000	10,500,000	8,500,000	11,000,000	12,000,000	10,000,000	10,000,000
Fish, Fresh	6,750,000	7,000,000	7,000,000	7,000,000	9,200,000	10,600,000	8,800,000	9,900,000
Fish (Herring, Salted)	10,000,000	12,400,000	9,900,000	9,200,000	11,000,000	10,400,000	8,700,000	6,800,000
Horse-hide, Raw	2,400,000	2,900,000	3,500,000	3,000,000	3,000,000	3,000,000	1,800,000	1,450,000
Cattle Hides, Salted	12,000,000	14,500,000	18,000,000	20,000,000	20,000,000	24,000,000	20,000,000	21,000,000
Cattle Hides, Dried	8,800,000	8,400,000	11,800,000	13,000,000	15,300,000	18,400,000	15,700,000	14,000,000
Calf Skins, Salted, Dried	7,000,000	8,300,000	6,500,000	7,900,000	8,900,000	8,000,000	5,600,000	16,000,000
Sheep & Goat's Skins Raw	4,500,000	7,700,000	9,300,000	10,800,000	13,000,000	19,000,000	9,800,000	10,000,000
Wool	57,500,000	68,000,000	72,000,000	72,000,000	82,000,000	93,000,000	98,000,000	77,000,000
Furs	13,500,000	17,000,000	26,000,000	23,700,000	31,500,000	31,500,000	26,000,000	31,000,000
Guts	10,500,000	11,400,000	7,000,000	7,700,000	7,500,000	8,800,000	10,000,000	11,000,000
Eggs	26,000,000	28,500,000	27,000,000	28,300,000	30,000,000	36,000,000	37,000,000	34,800,000
Butter	7,000,000	7,000,000	10,800,000	16,000,000	18,400,000	18,400,000	20,500,000	18,500,000
Lard	20,500,000	21,300,000	18,000,000	16,600,000	21,500,000	26,500,000	23,500,000	30,200,000
Oleomargarin	5,400,000	5,400,000	4,900,000	5,000,000	5,600,000	6,600,000	7,500,000	6,000,000
Fat, of Cattle and Sheep	3,300,000	4,500,000	3,600,000	3,200,000	3,800,000	4,100,000	3,400,000	2,350,000
Oil Cakes	15,000,000	14,500,000	14,000,000	16,000,000	18,500,000	19,600,000	23,500,000	21,000,000

Wheat.....	70,000,000	67,000,000	63,000,000	70,000,000	82,000,000	70,000,000	96,000,000	87,000,000
Rye.....	22,000,000	26,000,000	20,500,000	12,250,000	17,000,000	18,800,000	22,200,000	13,000,000
Maize.....	30,000,000	23,000,000	23,000,000	18,000,000	24,400,000	28,000,000	34,000,000	20,000,000
Oats.....	11,800,000	12,000,000	11,700,000	9,400,000	26,700,000	18,800,000	30,300,000	8,500,000
Barley.....	26,000,000	32,000,000	41,000,000	36,000,000	47,000,000	59,000,000	70,000,000	64,000,000
Buckwheat.....	1,000,000	900,000	950,000	1,000,000	1,100,000	700,000	900,000	850,000
Linseed.....	16,000,000	16,000,000	16,500,000	19,500,000	17,400,000	20,800,000	24,400,000	25,000,000
Grass Seed.....	1,250,000	1,500,000	1,600,000	1,000,000	1,550,000	1,700,000	2,440,000	2,200,000
Flax.....	9,000,000	8,700,000	12,000,000	8,700,000	12,000,000	13,000,000	9,500,000	8,500,000
Hops.....	3,200,000	1,550,000	1,250,000	2,700,000	1,800,000	1,300,000	1,350,000	950,000
Peas.....	2,500,000	2,500,000	2,800,000	2,900,000	3,700,000	3,400,000	4,200,000	3,400,000
Beans.....	1,300,000	1,200,000	2,100,000	2,100,000	2,150,000	2,400,000	2,550,000	2,400,000
Lentils.....	700,000	850,000	940,000	1,150,000	1,900,000	1,400,000	1,650,000	1,350,000
Apples, Fresh.....	4,000,000	3,300,000	4,900,000	1,000,000	5,000,000	4,400,000	5,300,000	4,700,000
Flour, Wheat.....	2,000,000	1,650,000	1,650,000	1,000,000	1,200,000	1,200,000	1,250,000	1,200,000
Bran.....	16,000,000	14,500,000	18,000,000	19,900,000	22,500,000	25,500,000	37,000,000	33,200,000
Tobacco.....	28,000,000	22,800,000	22,500,000	23,400,000	30,500,000	25,600,000	33,000,000	31,000,000
Wood, Soft.....	13,000,000	11,500,000	15,000,000	16,700,000	22,800,000	27,000,000	30,250,000	22,000,000
Copper, Raw.....	21,000,000	21,000,000	25,500,000	33,500,000	27,500,000	57,000,000	60,000,000	45,000,000
Linie, Phosphorous.....	4,000,000	4,900,000	5,000,000	5,800,000	6,250,000	7,800,000	8,200,000	12,750,000
Coal Oil.....	17,700,000	17,900,000	22,400,000	20,370,000	17,000,000	20,000,000	24,700,000	22,000,000
Machines.....	16,000,000	12,000,000	14,000,000	17,470,000	19,500,000	24,500,000	27,000,000	22,500,000
Totals.....	568,000,000	597,050,000	637,090,000	647,100,000	759,250,000	840,100,000	937,950,000	796,500,000

EXPORTS INTO GERMANY FROM CANADA.

	1897/8	1898/9	1899/00	1900/1	1901/2	1902/3	1903/4	1904/5	1905/6	9 months 1906/7	1907/8	1908/9
Apples, Dried.....	89,913	265,690	102,488	78,191	62,382	230,204	194,168	107,044	75,504	22,465	110,190	58,595
Apples, Fresh.....	31,929	29,501	51,694	11,902	116	25,085	49,323	32,630	197,001	566	82	554
Asbestos.....	43,295	12,052	80,916	85,345	89,868	28,646	47,560	135,121	111,617	20,065	8,195	10,055
Cotton.....	40	2,283	7,354	23,309	13,118	11,646	5,259	17,664	17,472	9,839	13,507	11,430
Boards and Deals.....	20,044	27,893	7,609	3,737	37,383	3,400	1,000	49,690	26,729	2,376	79,664	3,254
Grain, Flour, Beans, etc..	824,990	229,834	173,551	143,862	168,229	289,917	100,877	47,350	72,212	42,947	398,739	213,462
Beans.....	3,791	3,224	448	.....	678	.....	.....	9,528	.....	.....	.....	.....
Buckwheat.....	116,673	20,188	61,281	51,159	58,463	71,640	51,857	7,193	7,144	.....	2,387	4,158
Peas.....	30,082	19,805	16,151	54,737	100,568	.....	4,084	843	793	.....	.....	580
Barley.....	18,107	.....	13,418	.....	.....	.....	600	10,556	2,285	.....	625	.....
Oats.....	201,336	148,892	8,619	.....	.....	.....	.....	.....	2,066	371	1,894	676
Bran.....	.....	.....	.....	.....	.....	14,245	32,189	19,230	47,864	19,953	332,208	162,831
Flour, of all desc Bread } Stuff.....	6,698	4,248	9,110	1,980	1,720	4,976	12,147	2,297	2,854	2,640	19,818	39,854
Rye.....	256,840	.....	.....	14,168	.....	26,154	.....	.....	.....	.....	.....	.....
Wheat.....	191,463	26,870	64,524	19,568	6,800	187,147	.....	.....	9,206	.....	.....	5,363
Butter.....	17,754	12,384	7,210	.....	101	13	25,644	.....	.....	.....	.....	.....
Drugs and Chemicals....	1,101	1,791	10,339	8,836	34,962	30,939	91,428	15,670	18,244	15,743	3,607	16,916

Iron and Steel Ware.....	20,338	27,034	138,108	129,568	147,781	97,181	8,087	11,869	16,182	46,199	68,931	39,736
Fat and By-product.....	65	2,250	45	51,668	43,091	50,137	25,975	52,344	76,567	7,100	24,108	6,696
Cycles and Parts.....	44,305	16,943	801	1,000	2,582	1,007	11	28,441	46,031	14,321	62,106	28,477
Fruits, in Cans, etc.....	3,530	3,781	11,352	64,438	41,274	110,247	66,559	1,833	45,323	480		
Lobster, in Cans.....	28,735	42,442	56,270	492	13,641	18,130	10,509	15,954		2,067	12,673	3,135
Hay.....	855	6,955	2,098	2,760	9,849	20,174	342,017	95,508	4,779	17,916	121,787	19,850
Hay Seed.....	43,784	219,491	52,671	59,033	209,974	274,009	6,942	8,045	2,792	9,128	15,201	3
Clover Seed.....	110		8,565		715	5,131	126,645	272,512	443,703	399,176	774,194	463,820
Salmon, Fresh.....	166,358	248,835	376,089	474,249	340,953	225,275		456	3,569	1,695	133	
Agricultural Implements.	21,566		6,776	15,773	13,819			5	56	1	140	
Leather.....	1,100				5,422	1,650		7,332	16	32,789	96,745	139,815
Salmon, in Cans.....				100	2,224	4,331	4,175	18,643	10,232	12,264	14,080	7,727
Salmon, in Barrels.....	24,753	14,006	11,910	17,080	16,108	18,950	12,959					
Musical Instruments.....	2	20	5,313	18,736								
Pulp.....		58,691										13,698
Lard.....					18,548	25,933	9,200	4,314	5,990		3,393	
Oil.....						112	18	1,325			5,799	
Tallow.....		2,240	5,400									315,380
Silver Ore.....												9,428
Tobacco.....												
TOTAL EXPORT.....	2,209,557	1,447,343	1,290,110	1,331,691	1,440,544	1,776,269	1,229,233	973,397	1,523,254	680,101	2,170,206	1,575,493

[The financial depression of 1908 is, of course responsible for the falling off of imports into Germany during that year.]

What a poor showing however Canada has hitherto made in the respective imports into Germany.

In 1897-98, our total exports to Germany amounted to \$2,209,557 ; today, 1908-9, they amount to \$1,575,493 ; the latter including silver ore to the value of \$315,380 and tobacco, \$9,428. Neither of these specified products was exported in 1897-8. These figures show that, leaving out silver ore and tobacco, our exports to Germany have actually gone behind by the sum of \$309,256 in the past twelve years. Even this appears favorable, however bad it is, when the statistics show that in the fiscal year 1906-7, our total exports had fallen off to the deplorable amount of \$680,101.

We have the goods that Germany most needs. The greatest increase in German imports during the past decade has been in products and manufactures of which we are increasingly great producers, such as wheat barley, feed, linseed, cattle, agricultural implements, etc., etc. It is to our advantage to obtain as free an entry into Germany for these products as possible, and the arrangements now wisely concluded are a very good beginning, as our farmers and others should soon discover.

Further, we need most of all a good class of immigrants, and we cannot do better than encourage the industrious, thrifty and prolific Germans to our shores. Besides that, we need practical men and abundant capital to help to develop our great natural resources, our water powers, coal, iron, gold, silver, copper, asbestos, lead, lumber, fisheries and other unlimited advantages. There could be no better time than the present to encourage this by a sound system of trade education. Both the United States and Germany, of recent years, have established and are ever extending a chain of commercial consulates in all civilized countries, and Canada and Great Britain are now paying increasing attention to the same vital matters. Only within the last few years the Board of Trade of the British government has appointed a Trade Commissioner to this country, whose duty it is to study conditions and advise as to how trade with Canada may be most advantageously extended and consolidated. Much work worth while may be accomplished in this way by appointing a Canadian Trade Commissioner to Germany, especially in advising Canadian mer-

chants and manufacturers as to what is wanted in Germany, and how best and where to place it. This information should include commercial laws, general terms of credit, as well as descriptions of commodities in favor and other essential matters broadly and in detail. The kind of work required is indeed about the same as a traveller would be sent out to do for a private firm that was seeking to extend its business in new or comparatively unworked fields. A Canadian Trade Commissioner of general practical experience and with knowledge of trade conditions in both Canada and Germany, with ability to approach the merchants and manufacturers of the two countries so as to obtain the most valuable results is in fact essential at this time for the furthering of the more liberal commercial relations now about to be established.

The Canadian government, through the Department of Trade and Commerce, under the guidance of the Right Hon. Sir Richard Cartwright, G.C.M.G., has already covered a wide field with Canadian agents, appointed to look after the best interests of our commerce in foreign countries. Especial attention in this regard has already been paid to the United Kingdom, the United States, Japan, Australia, South Africa and, more recently, France. The results have proved eminently satisfactory, and will, doubtless, encourage Sir Richard Cartwright to extend similar facilities to Canadian traders with Germany.

